

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :646-GUATEMALA

SECTOR :005-ADVANCED TECH. PROD. & SERV  
GUATEMALA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

CONTINUED LIAISON WITH TELECOM AUTH. TO IDENT. TIMING & OPPORT

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 To fully support Canadian companies pursuing  
multilateral financed projects.

Joint efforts between LeBlanc & Royle, their  
local representative and the Embassy resulted in  
award of contract for sale of 324 telecom towers  
worth approx. US \$ 800,000.

QUARTER: 2 To meet with Telecom Planning and Project  
Authorities to discuss future projects which may  
be of interest to Canadian companies.

Identified upcoming opportunity for concession  
for the Guatemalan mobile cellular telephone  
project. Canadian companies have been advised.

QUARTER: 3 -----

QUARTER: 4 To continue rendering full support to Canadian  
companies participating in capital projects in  
Guatemala.

Northern Telecom and local agent have coordina-  
ted participation in tender for Telecommunica-  
tions authority to supply equipment package.  
Could be worth \$20 M.